

Success Stories

Da Claudio Restaurant



After Linda and Claudio Marini's restaurant in the historic South Street Seaport area was totally destroyed by Superstorm Sandy, the Pace SBDC helped them secure a loan to build a new sit-down Italian restaurant in Lower Manhattan.

Finback Brewery



To help them pursue their dream of brewing beer on a commercial scale, the Pace SBDC helped Finback Brewery's partners develop a business plan and secure a loan to open a brewery and tasting room in Glendale, Queens.

Call or Email us to schedule an appointment:

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Pace University Small Business Development Center

Start, sustain, and scale your business



www.PaceSBDC.org

About Us

The Pace University Small Business Development Center (SBDC) is part of a statewide network of 22 regional centers. Funded through federal and state allocations and contributions by our host institutions, we combine the resources of Pace University, the private sector, and government to help entrepreneurs grow or launch their small business venture.



Our Mission

The Pace SBDC's mission is to provide in-depth and confidential one-on-one business advisement, training, and research to help small business owners and aspiring entrepreneurs launch or grow their business, all at no cost to our clients. From helping develop business plans to producing comprehensive loan packages, from product marketing to regulatory compliance, our experienced and NYS-certified business advisors have the expertise to help your business reach its full potential.

Business Advisory Services

Meet one-on-one with a NYS-certified business advisor to discuss your business goals and develop an action plan.

✧ Financing for your Business

- ◆ Connect with lenders and other investment sources to secure funds to purchase equipment or property, or for working capital to operate your business.

✧ Marketing and Promotion

- ◆ Create effective marketing and sales strategies, including using social media and website development tools to communicate the benefits of your products and services.

✧ Business Planning

- ◆ Get help preparing a business plan, the “roadmap” for a business venture, and corresponding financial projections, as well as assess legal structures and accounting best practices for your business venture.

✧ Government Procurement

- ◆ Identify and submit proposals for contract opportunities with city, state and federal agencies.

✧ Other areas of assistance:

- ◆ Financial Analysis
- ◆ MWBE & SBA Certification Support
- ◆ Operations & Licensing
- ◆ Export Assistance



Workshops

Attend workshops hosted by industry experts to prepare business owners for a variety of opportunities such as:

- ✧ Access to Small Business Financing
- ✧ Government Procurement Opportunities
- ✧ Social Media Marketing
- ✧ Building a Small Business Website
- ✧ Cash Flow and Financial Analysis
- ✧ Intellectual Property Rights

Resources: Connect clients with our center's partners in the public, nonprofit and private sectors to provide legal consultations and assistance with securing licenses and permits.

Research Network: Demographic and statistical data that has proven invaluable to our clients research of market trends and business development opportunities.

BidLinx: Web-based government contract “bid-matching” service that emails notices of opportunities tailored to match our client's industry and capabilities.